



GREEK ORTHODOX ARCHDIOCESE of AMERICA
DIRECT ARCHDIOCESAN DISTRICT

ΕΛΛΗΝΙΚΗ ΟΡΘΟΔΟΞΟΣ ΜΗΤΡΟΠΟΛΙΣ ΝΕΑΣ ΙΕΡΕΣΗΣ
GREEK ORTHODOX METROPOLIS OF NEW JERSEY



Igniting the Flame

A Culture of True Orthodox Christian Stewardship and Generosity

(Part 5)

“For everyone to whom much is given, from him much will be required.”

Luke 12:48

Bill Marianes

Bill@stewardshipcalling.com



**Stewardship
Calling**

Helping people and parishes discover and live their stewardship callings so that they may have a good account before the awesome judgment seat of Christ

www.stewardshipcalling.com



**ORTHODOX
MINISTRY
SERVICES**

Helping transform and improve Orthodox Church parishes, organizations, and ministries in order to strengthen the Body of Christ.

www.orthodoxministry.org/

WHY Are You Here ?





**“That the end of
our lives may be
Christian, without
pain, blameless
and peaceful,
and for a
GOOD ACCOUNT
BEFORE THE
AWESOME
JUDGMENT SEAT
OF CHRIST”**

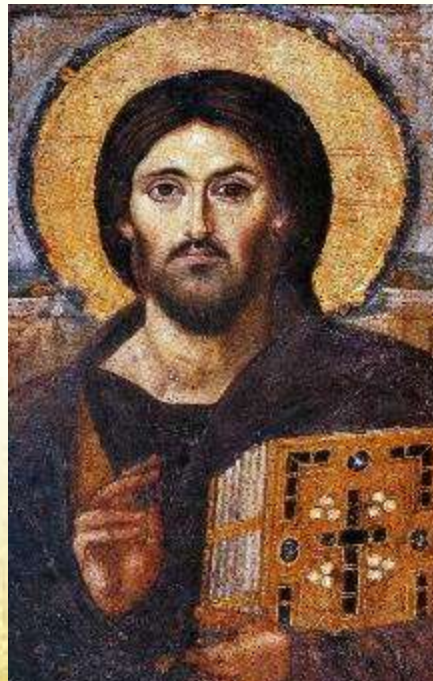
**2 Corinthians 5:10
Orthodox Divine Liturgy**



Christ's Possible Question To You



“What did You do with MY Church under Your watch given all of the gifts I gave You?”



You can download this presentation at:
www.stewardshipcalling.com

Stewardship Calling
What are you doing with all of the gifts God has given you?

WHY ARE YOU HERE? EFFECTIVE CHURCH MODEL **STEWARDSHIP** YOUR BUDGETING INTERVIEW RADIO / PODCASTS

KEYNOTES & LEADERSHIP BLOG RESOURCES STEWARDSHIP TRAINING VIDEOS PERSONAL HAGIA SOPHIA

DIRECT ARCHDIOCESAN DISTRICT & METROPOLIS OF NEW JERSEY - IGNITING THE FLAME OF TRUE ORTHODOX CHRISTIAN STEWARDSHIP

THE PROBABLY METROPOLIS OF NEW JERSEY THODOS METROPOLIS OF NEW JERSEY

Direct Archdiocesan District & Metropolis Igniting The Flame Of True Orthodox Christian Stewardship

With the blessings of Archbishop Elpidophoros, Archdiocese of America, I am honored to be del presentation of the Igniting The Flame of True Orthodox Christian Stewardship Program for the Direct Archdiocese New Jersey. We will discuss the 15 proven best Stewardship.

Here is the agenda of the 6 sessions

Stewardship Calling True Stewardship Best

Session 1 - December 8, 2020 1. Facts & Figures Of What Is Happening In Our Churches 2. Covid / Crisis Strategies 3. Questions & Answers	Session 2 - January 26, 2021 1. The Move From "Does" To Percentage Giving & Tithing 2. Increasing Engagement 3. The Personal Touch 4. Questions & Answers
Session 3 - February 23, 2021 1. Youth Stewardship 2. Effective Messaging 3. Questions & Answers	Session 4 - February 9, 2021 1. Welcoming 2. Thanking 3. Small Groups 4. Questions & Answers
Session 5 - March 6, 2021 1. Campaigns - Stewardship, Capital & Planned Giving 2. Transparency & Accountability 3. Stewardship Team 4. Questions & Answers	

Send questions to: Bill@stewardshipcalling.com
archdiocalline.com

Under the Stewardship Tab go to the Direct Archdiocesan District & Metropolis of New Jersey - Igniting the Flame of True Orthodox Christian Stewardship page at <https://stewardshipcalling.com/direct-archdiocese-district-metropolis-of-new-jersey-igniting-the-flame-of-true-orthodox-christian-stewardship/>

Send questions to: Bill@stewardshipcalling.com



Stewardship Calling Culture of True Stewardship Best Practices



Session 1 - December 8, 2020

1. Facts & Figures Of What Is Happening In Our Churches
2. Covid / Crisis Strategies
3. Questions & Answers

Session 2 - January 12, 2021

1. Science Of Generosity Studies
2. A Culture Of True Stewardship
3. Leadership Alignment
4. Questions & Answers

Session 3 - January 26, 2021

1. The Move From “Dues” To Percentage Giving & Tithing
2. Increasing Engagement
3. The Personal Touch
4. Questions & Answers

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1. Welcoming
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1. Youth Stewardship
2. Effective Messaging
3. Questions & Answers

Session 6 - March 9, 2021

1. Campaigns - Stewardship, Capital & Planned Giving
2. Transparency & Accountability
3. Stewardship Team
4. Questions & Answers

Send questions to: Bill@stewardshipcalling.com
www.stewardshipcalling.com



9 of 15 Culture of True Stewardship Practices



9. Youth Stewardship

The science shows that the weak understanding and practice of stewardship among youth and emerging adults is the result of the lack of effective stewardship teaching and practices by adults/parents

CHAOS THEORY

The background features a dark, gradient field of deep reds and oranges. Several glowing, curved lines in shades of orange and yellow sweep across the frame, creating a sense of dynamic movement. A bright, star-like light source is visible on the right side, casting a strong glow and creating lens flare effects that intersect with the curved lines.



Youth Stewardship



**Dr. Edward
Lorenz**

Dartmouth
Harvard
M.I.T.

- ~ **Chaos Theory studies dynamic systems**
- ~ **Small differences in initial conditions yield widely diverging outcomes**

Discovered Chaos Theory



Youth Stewardship



**“Train up a child in
the way he should
go, and when he is
old he will not
depart from it”**

(Proverbs 22:6)



Youth Discipleship Provocative Question



- ~ The average American family spent \$671 per child - per year on just sports training and costs
- ~ The average American family spends about \$2,400 per child - per year on ALL enrichment support (sports, music, dance, arts, education, language, etc.)
- ~ How much did you spend on your children's religious enrichment last year?

¹ Forbes - Oct 4, 2012 - *"1 In 5 American Parents Spending More Than \$1,000 Per Child On Sports Related Expenses"*

² Activity Hero - July 26, 2019 - *"Budgeting for Extracurriculars: What's the Right Amount to Spend?"*



Youth Discipleship Provocative Question



- ~ About 0.05% of all children who play high school sports will play professional sports ¹**
- ~ 100% of all children will eventually stand before the awesome judgment seat of Christ**
- ~ What is a better investment for your children's future than their spiritual health (e.g., funding a full-time church youth director/pastoral assistant)?**

¹ National College Athletic Association (NCAA) Study 2017



“Kiss Your Youth Goodbye!”¹



~ 73% of Orthodox Christian Fellowship (OCF) College Chapters have 10 or fewer members

¹ **2015** Orthodox Christian Fellowship in the United States (Stage II): The Study of the Student Leaders in the Local OCF Chapters – Assembly of Canonical Orthodox Bishops of North and Central America



It is NOT a Universal Problem



PASSION CONFERENCE

(for 18-25 year olds - <http://268generation.com>)

“Hundreds of thousands of college-aged young people have come together in stadiums and arenas across the USA and around the globe to worship Jesus... and join hands to extend His mercy and grace to the world.”



Youth Stewardship



- ~ What have you taught your children about the stewardship of God's gifts?
- ~ What have you modeled for your children regarding your personal stewardship?
- ~ Avoid the "Dollar Club" mentality (\$1.00 in the tray in 1955 = \$9.70 in 2020)
- ~ (10/10/80 Rule) First 10% of income is your tithe (of stewardship to The Kingdom); the next 10% is saved for the future/retirement and you live on the remaining 80%
- ~ What do millennials and younger think of when you mention stewardship?





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Ancient Faith Ministries

BILL MARIANES

REVITALIZE STEWARDSHIP IN
YOUR PARISH AND PERSONAL LIFE

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Ancient Faith
PODCASTS

“Stewardship Over God’s Creation & Creatures”

July 3, 2019

Dr. Alexis Marianes

Reserva Jaguara
pira (Brazil) &
Sustainable
Innovations
Initiative
(Trinidad)

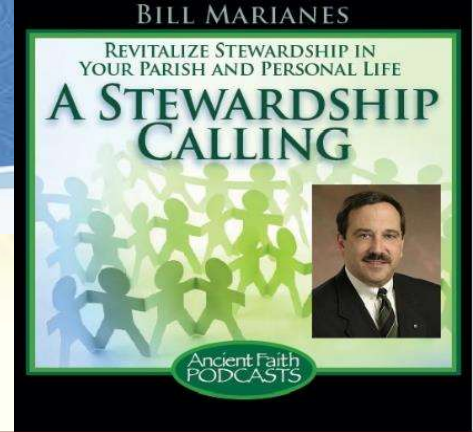


https://www.ancientfaith.com/podcasts/stewardshipcalling/stewardship_over_gods_creation



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To help teach stewardship over God's Creation and Creatures to your youth and emerging adults go to:
<https://stewardshipcalling.com/internet-radio/>
and scroll down to **JULY 3, 2019** to download:

~ The Patriarchal Encyclical for the Protection of the Environment (Indiction 2019)

~ PowerPoint Presentation on Stewardship over God's creation and creatures at the OCA All American Council July, 2018 in St Louis



Youth Stewardship



- ~ If you do not have a youth stewardship program that teaches true stewardship, you have determined your Parish's unfortunate future
- ~ The Science of Generosity Studies remind us that it is critical to teach youth that stewardship over their gifts from God is a cradle to casket responsibility



You Must Have A Separate Parish Youth Stewardship



- ~ Different messages and solicitations change depending on their age**
- ~ Use understandable examples/messages**
- ~ Include ALL youth in annual Parish Stewardship Campaign (youth offer their own separate stewardship pledge)**
- ~ Youth stewardship pledge must also include a pledge of time and talents and also their treasures**



You Must Have A Separate Parish Youth Stewardship



- ~ Sponsor many different service opportunities (including mission trips)**
- ~ Use creative processes to help youth start to discern their gifts and callings**
- ~ Send monthly materials home for parents to reinforce the teaching and messaging in the Sunday School/Parish**
- ~ Recognize youth who practice stewardship in the Parish bulletins and other media and in church (have them offer testimonials in church - their examples will inspire others)**



Youth Stewardship Card



Stewardship Through the Saints



Ascension Catholic Church
2020 Stewardship Renewal
Youth Commitment Card (up to age 16)

First & Last Name(s)

Parents' First & Last Name

Street Address

City

State

ZIP

Telephone (Youth)

Family Email

Parent Signature

Disclaimer: By signing, you give Ascension Parish permission to contact your child via their mobile device for church related events and classes.

Please bring this card to Mass on August 22/23, or mail using the envelope provided. Thanks and God bless you!

Time

Spending Time with God in Prayer

- ☐ Attend Mass every Sunday and on Holy Days
- ☐ Attend weekday Mass at least once a week
- ☐ Spend 15 minutes a day in personal prayer
- ☐ Spend one hour a week in Adoration of the Blessed Sacrament
- ☐ Pray together with my loved ones
- ☐ Read the Bible for one hour a week
- ☐ Pray the Rosary at least weekly
- ☐ Go to confession every other month
- ☐ Pray for an increase in vocations
- ☐ Pray for our priests

Talent

Using My Talents in Parish Ministries

☐ = Currently Active ☐ = Interested in Joining

↓ Clearly write the first name of interested person on the line.

- _____ ☐ ☐ Altar Server (fourth grade and above)
- _____ ☐ ☐ Environment Committee
- _____ ☐ ☐ Eucharistic Minister (16 years or older and have been confirmed)
- _____ ☐ ☐ Faith Formation/Confirmation Participant
- _____ ☐ ☐ Hospitality Minister (12 years or older)
- _____ ☐ ☐ Lector (for those who have been confirmed and older)
- _____ ☐ ☐ Video/Audio Ministries (High School or older)
- _____ ☐ ☐ Young People's Choir (7th grade-college)
- _____ ☐ ☐ Youth Activities - Middle School
- _____ ☐ ☐ Youth Group - High School
- _____ ☐ ☐ Other _____

Treasure

Giving Part of My Money to God

- _____ Share or donate toys and/or clothing
- _____ Donate part of your allowance/income by using weekly envelopes

Page 1 -
Demographic Info

Page 2 - Time, Talents
& Treasurers



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Ancient Faith
PODCASTS

**“The Forgotten Most
Important Stewards in
our Orthodox Christian
Churches – Youth and
Emerging Adults”**

May 1, 2019

https://www.ancientfaith.com/podcasts/stewardshipcalling/youth_and_young_adults_the_forgotten_stewards

**Steve
Christoforou**

of GOA Y2AM





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PODCASTS

A discussion of the pioneering Orthodox youth and emerging adult teaching book, *“Press A to Begin”* (a part of the Neptic Warrior Series) that speaks the language of current generations.

March 4, 2020

Scott Davenport

Scott spent 25 years in the music industry with Island Def Jam and Geffen Records working with Justin Bieber, Rihanna, Jay Z, Aerosmith, Kanye West, The Eagles, Guns and Roses, Bon Jovi, Mariah Carey and Nirvana and many more musicians.



https://www.ancientfaith.com/podcasts/stewardshipcalling/press_a_to_begin



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PODCASTS

The Keys to Stewardship for Youth/Emerging Adults – Stewardship Calling 5th Sunday on Ancient Faith Radio

Part 1 = 4/30/17

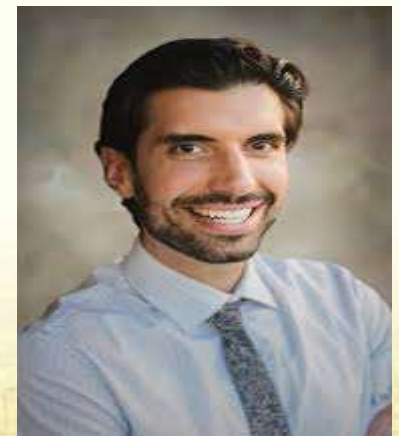
Part 2 = 7/30/17

1.
https://www.ancientfaith.com/podcasts/stewardshipcalling/losing_our_christian_youth

2.
https://www.ancientfaith.com/podcasts/stewardshipcalling/youth_part_2



Dr. Ann Bezzerides



Steve Christoforou

Orthodox Youth Stewardship Resources

1. Effective Christian Ministry: Greek Orthodox Archdiocese Y2AM - “3 Amazing Modules to Help You Lead Young People to Jesus Christ

<https://effectivechristianministry.org/>

2. Orthodox Church in America “Giving Children The Chance To Give”:

<https://oca.org/parish-ministry/stewardeducation/giving-children-the-chance-to-give>



Youth Stewardship Resources



- 3. The National Study of Youth and Religion information can be found here:**
<http://youthandreligion.nd.edu/>
- 4. "Soul Searching: The Religious and Spiritual Lives of American Teenagers" that can be found here:**
<https://www.youtube.com/watch?v=iRCaQlr9ooU>
- 5. Roman Catholic Diocese of Toledo:**
www.catholic-doc.org/stewardship/Caring-Sharing.pdf



Youth Stewardship Resources



6. Texas Methodist Foundation Youth Stewardship Principles:

www.numf.org/file_download/5fafc09c-83f3-4ace-98e4-cfc7382e7a3

7. United Methodist Church 12-month Stewardship Program:

<https://www.umcdiscipleship.org/resources/a-twelve-month-plan-for-stewardship-in-the-local-church>



10 of 15 Culture of True Stewardship Practices



10. Effective Messaging

Effective Causes, People and Integrity (“C.P.I.”) messaging is critical to a successful stewardship ministry



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Ancient Faith
PODCASTS

“Overcoming The Challenge of Donor Fatigue”

August 7, 2019

With Fr. Aaron
Warwick – St.
Mary
Antiochian
Church -
Wichita, KS



<https://www.ancientfaith.com/podcasts/stewardshipcalling/donorfatigue>



Overcoming Donor Fatigue¹



1. **Develop and communicate key stewardship strategies**
2. **Focus on solutions to the problems they address instead of emphasizing the problems themselves**
3. **Frame their solutions in light of the proportion of victims being helped**
4. **Stress the similarities or interconnectedness between victims and donors**
5. **Identify a single victim who is being or has been helped by the organization**
6. **Implement strategies from fundraising best practices, thank and celebrate**

¹ **“Overcoming Donor Fatigue” – Fr Aaron Warwick U. of Northern Iowa**
https://www.ancientfaith.com/podcasts/stewardshipcalling/donor_fatigue



Science of Generosity Studies

<https://generosityresearch.nd.edu/>



UNIVERSITY of NOTRE DAME

COLLEGE of ARTS and LETTERS



SCIENCE of GENEROSITY

exploring an essential human virtue

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Project Publications

News

Sci Gen Community

Research Resources

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Read Our Blog

Search Science of Generosity



The Science of Generosity

Sci-Port Museum's Sci Gen Exhibit

Generosity and Marriage

Generosity, Catholicism, Islam

Current studies of generosity come from many different and often disconnected disciplines and focus on various terms, such as philanthropy, volunteerism and altruism. The Science of Generosity initiative aims to bring together diverse approaches in order to create a field for the study of generosity in all its forms.

Generosity in the News

15 March

Wisconsin Public Radio: Just How Generous Are Americans Really?

22 February

"American Generosity Who Gives and Why"

+ More News



Why the Science of Generosity?



Generosity & Attachment



Science of Generosity Studies



Communications Matter!

1. Keep communications positive
2. Focus on mission/vision and life-changing ministries
3. Discuss the abundance in your community
4. Share stories of generosity
5. Communicate regularly and consistently
6. Describe the easy ways people can be generous to the church and its ministries
7. Communicate about your culture of generosity
8. Create social networks of communication about the generosity and abundance that exists in your community
9. Make a religious call to give
10. Thank and celebrate



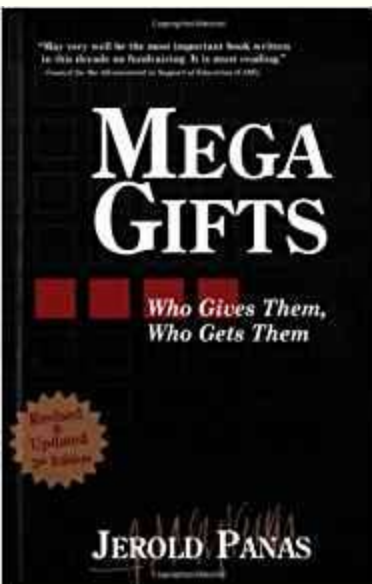
*People give to
Causes not
Crying*



C. P. I. Motivates Donors To Give¹



*People give to
Causes and
People with
Integrity*



¹ See *Mega Gifts*, Jerold Panas, Original – 1984 2nd Edition – 2005)



C. P. I. Motivates Donors To Give



SELL THE DREAM

- Cause
- Mission



SELL THE TEAM

- People
- Team



SELL THE SCHEME

- Integrity
- Transparency



C. P. I. Motivates Donors To Give



- 1. Cause / Mission (“Sell the**
- a) Explain the cause and mission**
- b) Relate the cause/mission to what is important to the donor**
- c) Give examples relevant to the donor of how your parish practices the cause/mission**
- d) Explain how their donation will help the parish better achieve its cause/mission**
- e) One size fits all communications fit no one**



C. P. I. Motivates Donors To Give



2. People / Solicitor / Leadership ("Sell the Team")



- a) People give to people who mean something to them**
- b) If you have a personal relationship with a donor, your meeting with them makes the solicitation special and personal**
- c) Connect the donor with other involved people/stewards of integrity**



C. P. I. Motivates Donors To Give



3. Integrity / Fiscal Responsibility ("Sell the Scheme")



- a) Donors do not give to causes that are irresponsible with funds or poorly led**
- b) Describe success of your capital campaigns and annual stewardship program**
- c) Explain the financial safeguards and financial integrity your parish has implemented**



Top Five Stewardship Communications Do \ Do Nots DO



1. Share your parish's vision and ministries
2. Share success stories from your ministries
3. Ask for their involvement / participation / time
4. Explain how their contributions materially improve lives
5. Be positive, encouraging and empowering

DO NOT

1. Focus on financial difficulties or problems
2. Use negative messages
3. Use the same message for every type of steward
4. Merely talk about money
5. Just use mail and email



Church Websites Matter¹



- 1. 97% of people search for local organizations online**
- 2. 96.2% of churches fail the “first impression test”**
 - Is there a primary focal point?
 - Is there a responsive design?
 - Is there a reasonably quick load time?
 - No stock photos of people’s faces
 - Easily accessible new visitor information
- 3. A Northumbria University study showed that the “feel” of a website is the main driver of first impressions (94% was about design and only 6% of feedback was about actual content)**

¹ An extensive case study that analyzed 1,008 church websites from 30+ different countries <https://www.nucleus.church/blog/church-website-essentials/>



Church Websites Matter¹



1. **53% of internet browsing is on smart phones and tablets – so your website must work well on those devices**
2. **80% of people will stop engaging with slow websites – (load in less than 3 seconds)**
3. **Stock photos of people are disingenuous and are a turn off - great photography attracts people's attention**
4. **62% of church websites fail to provide easily accessible new visitor information**
5. **Users form an initial opinion of if they will stay or leave a website in ≈ 50 milliseconds (that's 0.05 seconds)²**

¹ An extensive case study that analyzed 1,008 church websites from 30+ different countries <https://www.nucleus.church/blog/church-website-essentials/>

² <https://cxl.com/blog/first-impressions-matter-the-importance-of-great-visual-design/>



Church Websites Matter¹



1. 64% of church goers say the church website is important in facilitating participation in church
2. What features do people say they use most (in order):
 - Listen and download sermons
 - Serving opportunities at the church
 - Finding service information
 - Forward content to others
 - Read visitor's information
3. Good church websites “EWE” educate, welcome and engage



¹ <https://network.crcna.org/church-web/church-website-statistics>

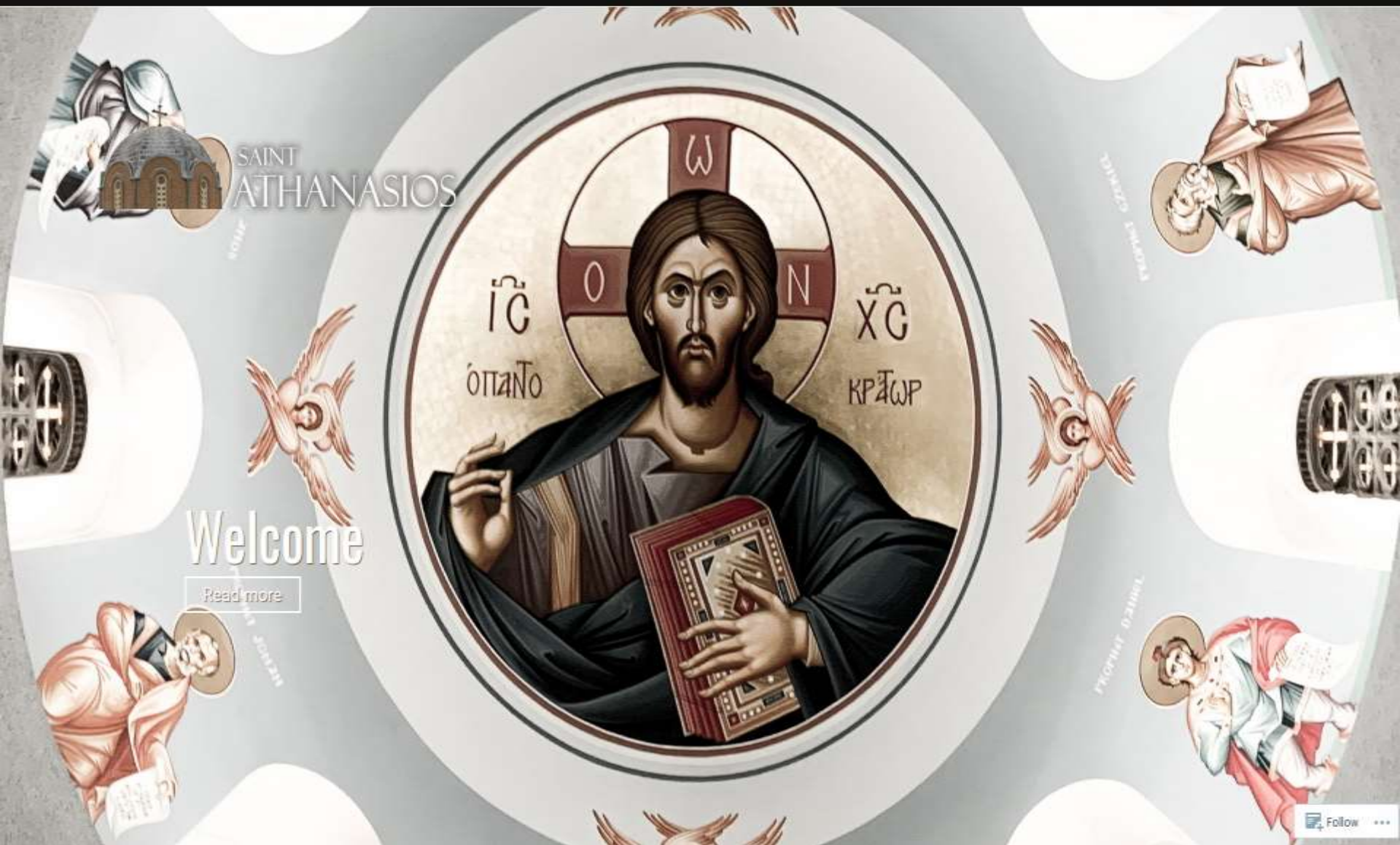


A Place of Life Transformation

LEARN MORE

<https://www.thediakoniaretreatcenter.com/>

Developed by GOA Young Adult and Software Engineer
Reagan Davenport - **reagan.a.davenport@gmail.com** (404) 558-9065



<https://saintathanasios.com/>

Developed by GOA Website and Church Communications professional
Louie Lambrou - llambrou@yahoo.com



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The Good and Faithful Servant Challenge

Did you hear the one about the church that gave its parishioners \$30,000 and told them to give it away? And all they had to send back was a post card about who they helped and how it felt?

May 6, 2020

https://www.ancientfaith.com/podcasts/stewardshipcalling/who_gives_away



Fr. Luke Veronis

Saints Constantine and Helen
Greek Orthodox Church in
Webster, MA



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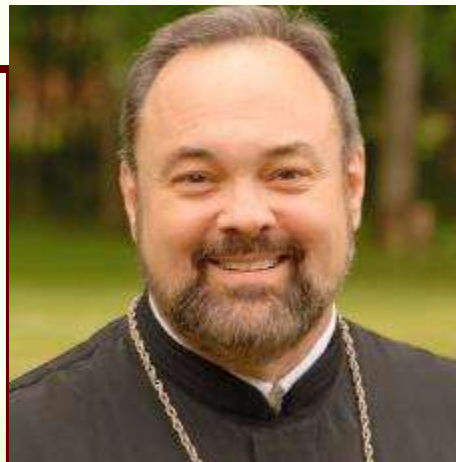
Effective Sermons and Homilies

Part 1 = 12/4/19

Part 2 = 2/15/20

1. https://www.ancientfaith.com/podcasts/stewardshipcalling/the_importance_of_effective_prea_ching_part_1

2. https://www.ancientfaith.com/podcasts/stewardshipcalling/th_e_importance_of_effective_pre_aching_part_2



**Fr. Barnabas
Powell**



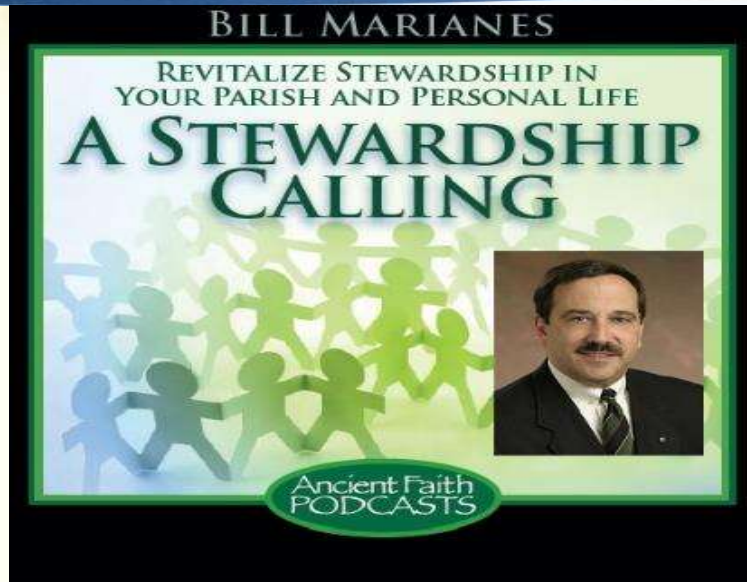
**Fr. Nicholas
Louh**



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Effective Church Communications

Part 3 = 1/31/21

Part 4 = 2/3/21

1. [https://www.ancientfaith.com/podcasts/stewardshipcalling/what we have here is a failure to communicate](https://www.ancientfaith.com/podcasts/stewardshipcalling/what-we-have-here-is-a-failure-to-communicate)

2. [https://www.ancientfaith.com/podcasts/stewardshipcalling/from teacher to preacher to reacher](https://www.ancientfaith.com/podcasts/stewardshipcalling/from-teacher-to-preacher-to-reacher)



Ken Futch

“What We Have Here Is A Failure To Communicate”



Bill Marianes

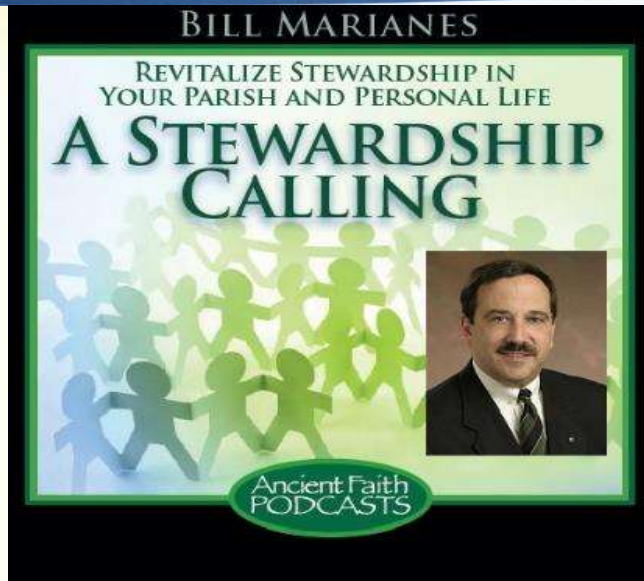
“From Teacher to Preacher to Reacher”



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Social Media Is Antisocial - So WWJD?



Social Media Is Neither Social Nor Good Media.

Many people are systematically allowing themselves and their children to become more depressed and addicted to Dopamine. This can add to a sense of loneliness, despair and helplessness. However, it is preventable.

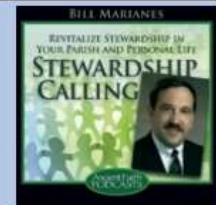
Pew Research Center found that over 85% of teenagers have and use social media each day, and over 95% have a smart phone that makes accessing social media easier. These rates are materially higher than a decade ago.

By one account, the National Survey of Drug Use & Health found that over the same (pre-Covid) decade, depression increased by 74% among teenage boys and it increased 100% in teenage girls. Yes, it doubled. And yet, social media can serve some very useful purposes in the lives of our churches and faithful.

Church social media guru, Fr. Barnabas Powell, and I will review the data on social media Dopamine addiction and discuss effective strategies you, your churches and families can use. We will also explore how to use social media positively as we focus on WWJD (What Would Jesus Do?) with the power of social media.

Tune into Stewardship Calling Live internet radio call-in program on Ancient Faith Radio on Wednesday, March 3, 2021 starting at 8:00 p.m. Eastern (7 Central; 6 Mountain; 5 Pacific)

Tune in at: <https://www.ancientfaith.com/radio/live>
Call us at: 1-855-AFRADIO (1-855-237-2346)



**March 3, 2021 –
Stewardship Calling
Live on Ancient Faith
Radio at 8:00 p.m.
Eastern**



Stewardship Calling Culture of True Stewardship Best Practices



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1. Facts & Figures Of What Is Happening In Our Churches
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3. Questions & Answers

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3. The Personal Touch
4. Questions & Answers

Session 4 - February 9, 2021

1. Welcoming
2. Thanking
3. Small Groups
4. Questions & Answers

Session 5 - February 23, 2021

1. Youth Stewardship
2. Effective Messaging
3. Questions & Answers

Session 6 - March 9, 2021

1. Campaigns - Stewardship, Capital & Planned Giving
2. Transparency & Accountability
3. Stewardship Team
4. Questions & Answers

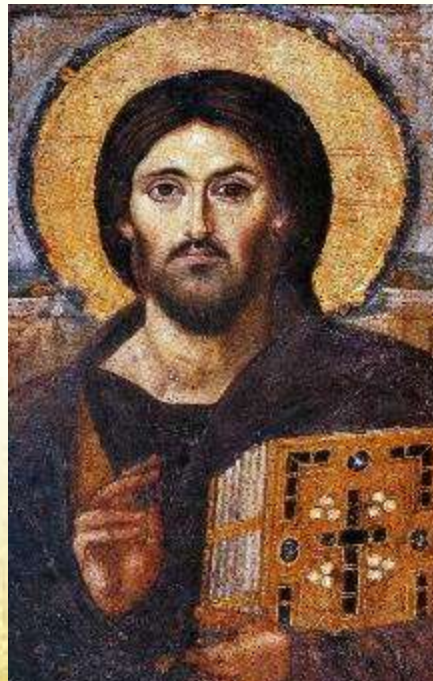
Send questions to: Bill@stewardshipcalling.com
www.stewardshipcalling.com



Christ's Possible Question To You



“What did You do with MY Church under Your watch given all of the gifts I gave You?”





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GREEK ORTHODOX METROPOLIS OF NEW JERSEY



Igniting the Flame

A Culture of True Orthodox Christian Stewardship and Generosity

(Part 5)

“For everyone to whom much is given, from him much will be required.”

Luke 12:48

Bill Marianes

Bill@stewardshipcalling.com



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